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Message Text

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ACTION COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 DRC-01 RSC-01 /013 W
---------- 088632
P R 101401Z SEP 74
FM AMEMBASSY LUSAKA
TO SECSTATE WASHDC PRIORITY 656
INFO AMEMBASSY DAR ES SALAAM
AMEMBASSY NAIROBI
AMCONSUL ZANZIBAR

UNCLAS LUSAKA 1836

E.O. 11652: N/A
TAGS: BEXP, BRTA, TZ, KE, ZA
SUBJECT: TRADE INQUIRY-PAUL MUELLER COMPANY, SPRINGFIELD, MISSOURI

REF: STATE 185675, STATE 062628, STATE 044682, DAR ES SALAAM 0863
ZANZIBAR 0270

1. PURCHASING MANAGER, DAIRY PRODUCE BOARD OF ZAMBIA (DPB), WHICH HAS VIRTUAL MONOPOLY ON MILK PRODUCTION AND MARKETING, INFORMS US HE HAS NO IMMEDIATE PLANS PURCHASE NEW BULK MILK COOLING AND STORAGE TANKS. DPB INSTALLED NEW EQUIPMENT AT NEW PLANT OPENED 8/73. DPB PURCHASES MILK FROM 110 DAIRY FARMERS, ONLY FOUR OF WHOM DELIVER IN BULK WHILE REMAINDER DELIVER IN 10 GALLON CANS. HE WOULD BE PLEASED TO MEET WITH GOODWIN BUT DOUBTED THAT PRESENTLY ORGANIZED MILK COLLECTION SYSTEM JUSTIFIES THE USE OR INSTALLATION COOLING TANKS.

2. LARGEST SUPPLIER TO DPB IS ZAMBIA CATTLE DEVELOPMENT CO. WHICH CURRENTLY SUPPLIES THREE MILLION LITRES FRESH MILK PER YEAR. GEN. MANAGER INTERESTED DISCUSSING HIS EXPANSION PLANS WITH GOODWIN.

3. POTENTIAL SALES TO RURAL DEVELOPMENT MINISTRY DAIRY FARMS BELIEVED LIMITED.

4. THERE ARE NO ZAMBIAN PRODUCERS OF SIMILAR PRODUCTS NOR PROHIBITIVE IMPORT/EXCHANGE CONTROLS.
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5. EMBASSY BELIEVES GOODWIN VISIT UNLIKELY PRODUCE IMMEDIATE SALES
BUT MAY HAVE VALUE IN LAYING BASE FOR FUTURE SALES.
NELSON

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NNN

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Disposition Event:
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